



tSGi and Summit Systems Ink Deal to Deliver Both Support and Enhancements to MANMAN Sites

In the wake of SSA-GT's decision to terminate enhancements to their MANMAN product lines, the Support Group has joined Summit Systems to pick up the ball and take MANMAN into the future. Although the details are not yet released, SSA has clearly charted a course away from MANMAN on MPE. Unlike Hewlett Packard, SSA has not yet defined a clear roadmap, but they plainly stated that there would be no future releases of MANMAN.

According to David Byrns, President of Summit Systems of St. Louis, "a new opportunity presents itself...to take MANMAN forward." The **terms of the agreement** between tSGi and Summit allow tSGi's support customers to obtain all 25 existing Summit Systems enhancement products (110 new MANMAN commands) under a new Level I Support Contract option.

In light of SSA's announcement on October 14, Terry Simpkins, an active MANMAN/MPE user for several decades, has adopted the stance of many of tSGi's customers who have already stabilized on an older release of MANMAN. "In the past, because I expected new releases, I was reluctant to modify MANMAN, especially the databases. Now I can do all of those things I always wanted to do to MANMAN to make it fit our business even better."

Trusted Advisor

What is MANMAN "Support"?

Modular add-ons like Summit Systems' Enhancement Collection will have far less impact on IT departments because they may be done in a phased approach. Instead of a lot of work to implement a new Release, each Summit Enhancement stands alone and usually can be implemented by the users with very little IT support needed.

All of you write checks every year for some kind of software Maintenance Support. What does that expenditure provide? The answer varies from software package to software package, but there are some commonalities.

Answering your phone calls concerning problems and error correction is a given. But do you ever ask the ones on the other end of the line how to use the software effectively? Probably not on an on-going basis.

The secure knowledge that no matter what happens, you are covered by a support contract is the major driver behind paying those annual support contract invoices. It's someone else's responsibility to make sure the software you need does what it's supposed to do; that burden belongs to the support provider, not you.

(See *Trusted Advisor*, page 4)

Terry Floyd, tSGi's Chairman, says that most of their support customers are on Release 9.x and have modified their source code, some rather extensively. "The more FORTRAN expertise they have and the more mods they've done, the more

(See *Enhancements*, page 10)

From Shaggy's Desk

I'm still on the dance floor with Cancer and on Short Term Disability through December while I'm doing Chemotherapy Treatments. I'm taking the time to take care of me for a change. What a concept! My dear friend, Larry Sacco from Gunlocke Company, has written a great article about Quantum Software and Ali's XactMan. Take it away Larry! And I'll see y'all next issue.

Shaggy

XactMan—A Fancy View of the Past or a Look to the Future?

by Larry Sacco, Programmasaurus

I'm a programmer analyst for a medium-sized manufacturing company that's been a MANMAN user for about 20 years, (re: dinosaur, see above title). Apparently, there are a number of us scattered throughout North America eking out a living in FORTRAN and Quiz, populating spreadsheets from MANMAN databases and vice versa. I recently had the pleasure of trying out a demo of a client server version of XactMan from Quantum Software, a GUI interface to MANMAN. I was so enthused by the experience that I'm compelled to share it and raise some questions concerning its potential for the future.

Our Holy Grail for the last 10 years or so has been a rules-based configurator, preferably one that interfaces with our resident CAD package to parametrically drive dimensions for engineered-to-order installations. We've searched for a modern ERP package to adapt long before HP's announcement of their plans to discontinue the HP3000 product line. Symix, J.D. Edwards, IFS, ROI, Oracle, and a few others have all had their wares demonstrated to audiences large and small.

We liked some more than others, but they all represented a quantum leap in functionality as well as the potential to interface with third party packages for CRM, Supply Chain, Capacity Planning, and Warehouse management. They also represented huge monetary expenditures for hardware, software, training, and contract technical support, not to mention a high degree of risk and diversion of company resources from its primary mission.

We've never been able to justify the required expenditures in terms of improved productivity or cost reductions. The bottom line is that MANMAN does a pretty adequate job of defining our products, parts, bills and routings, storing our customers and our suppliers. We're able to buy and sell, pay bills and collect revenues. And tally it all up at the end of each month in a reasonable amount of time. It works but it is clunky.

HP's announcement encourages me that we will someday step up to the future when the cheaper alternative of the current MANMAN is no longer viable. We'll probably bide our time while more progressive and technically astute companies lead the way. We'll be keeping our eyes and ears open for that package that appears to be the defacto replacement for MANMAN. Meanwhile, we continue to enhance our Manufacturing and OMAR programs, keeping our fingers crossed that the next code segment overflow, (yes, we're using MPE compatibility mode), doesn't signal the end of the line.

The current project on deck is to allow for upwards of 10 base prices per model for options order entry as well as up-charges, multiple standard discounts for different distribution channels, and special discounts through contract agreements. It's of such a magnitude that, if possible, I'd like to touch bases with the outside world to see how other companies have solved the problem. I recalled that Quantum Software had an order entry product a few years back but it wasn't operational for configured products. On the off chance that they'd upgraded since then, I contacted the President of Quantum, Ali Saadat.

I explained the purpose of my call and also sheepishly mumbled that we're still riding the 15-year-old 6.2 MANMAN release. He response was that yes, XactMan has gone through a couple of transformations and

the current version handles configurables just like the standard OMAR package. He explained that XactMan is currently aligned with the 8.0 and forward MANMAN releases, but that fact shouldn't prevent us from investigating it further.

A couple of days later we received their CD containing everything we'd need to operate as a client of their network. At a pre-arranged date and time we installed the client module, established the dial-up connection, initialized a few log-in settings, and signed in. We had the choice of proceeding to Order Management and Accounts Receivable, Manufacturing, and a couple of other modules. Since our primary interest is Order Entry we selected Order Management and Accounts Receivable.

A common Windows application form displayed with a series of drop-down menus. Scanning through them, we saw that most of the OMAR List and Report commands are available at the click of a mouse. We decided to try the List a Customer (L,450) command.

Not being familiar with the Quantum database contents, I asked Ali for some guidance. "Just click on the binoculars next to the Customer Number field," he said. (Duh, dinosaur). An Explorer-like search form opened to a Ship To folder that links to individual Customers which link to Name, Address, City, State, etc. folders. Cool. Even I know enough to highlight one and drag and drop it into the Ship To field. Voila, customer header information appeared. Way cool!

The form contained tabs for Sales Summaries and Sales Orders. Clicking Sales Summaries opened a form providing the MTD, QTD, and YTD details. Clicking on the Sales Orders tab opened another form but no data. After a while I recognized a couple more option buttons, one for All Orders and one for Open Orders. Open Orders are generally more interesting...CLICK.

The form changed to a "rows and columns" listing of all of the open orders for the customer. Highlighting one of the rows and double clicking caused the List A Sales Order form to appear for that order. As an LI,700 user might suspect, first up is the header info with all the order terms and conditions. Across the top are tabs for Line Items, Ship To, and Bill To forms. Makes sense.

Line item details are also laid out in a spreadsheet format. Scroll right to see the columns beyond the frame size. Line Items link to List a Product, complete with availability. This could be good, and maybe a little dangerous? I had no idea how many forms, lists, and reports were active at the moment, nor if it mattered.

At this point I'd gotten a sense that XactMan is a pretty mature product. Quantum has been thorough about populating screens with a consistent set of functions and operations. Ali offered that XactMan had undergone a couple of transformations from Power Builder and C++ in the early 90's to its present Visual Basic. I tend to identify with organizations that don't necessarily get it perfect the first time but have the conviction to continuously improve and support the users that have placed their faith in them.

What I really wanted to see was the Options Order Entry process in action. After entering an order, Ali instructed us to click the configurable product added to the order. Another "Explorer folder" form appeared. The darkened folders represent required components that don't need to be selected. Double clicking one of the feature folders revealed the related option choices. Double clicking an option caused it to be selected as indicated by a change in the folder's appearance.

The configuration form is split horizontally with the top half depicting the customized bill as a tree structure consisting of required and selected options. I didn't remove any of the choices but I'd guess that components of the customized bill might be deleted or otherwise manipulated in the same procedure.

We are satisfied that it generates a good Bill of Material if all the legal choices are made. I began making random selections and choosing mutually exclusive options. Sure enough, everything selected was added as a component of the bill. Ali explains that it's not a rules-based configurator and again, the package adapts the standard OMAR logic as much as possible. But there've also integrated it with a *(See XactMan, next page)*



XactMan

(continued from previous page)

third party configurator for more robust functionality. I played with a couple more lines then committed the data by clicking the Update Order button. And we just had to Copy an Order, which works pretty much as expected.

We hopped briefly over to the Manufacturing module, set up a report with a fixed set of run time parameters and kept it as a favorite. Ali walked me through the Transaction Log module with an Access-like report generator, which allows users to select the fields to be included and sort sequences, as well as the SQL selection criteria. We saved the report with a user-defined name for future reference. Running the report caused another spreadsheet-like data grid to display, providing Ali the opportunity to show off another feature—porting the data into another application such as Excel. User report requests be gone!

At the conclusion of the hour-long demo, I was struggling to contain my excitement. I was somewhere between wanting to show it to everyone and letting the user community take it to management, and not wanting to show anyone for fear of being run out of town as a fraud (you told us MANMAN couldn't do any modern tricks!). I was thinking we could roll out the new interface a few users or departments at a time. The training and educational task is pretty much reduced to a few look and feel issues. Meanwhile, IT would be gaining the technical knowledge necessary to support a client server application.

Ali provided a few details concerning the technical process of exchanging data between the network and the Image databases. Not an ODBC technology, and nothing dinosaurs can understand; he wrote it himself. He assures me that they've diligently pursued solutions that minimize or eliminate performance issues. Suffice it to say that at the 14.4 kb baud rate we used for the demo, if there are any response delays they are undetectable.

I encourage all of you MANMAN users to investigate Quantum's Xactman. You just might discover our future.✓

Visit us at www.supgrp.com!

Trusted Advisor

(continued from page 1)

The other expectation from most Maintenance Support Agreements is enhancements to the software. Regular updates provide new capabilities and regulatory compliance. They also sometimes entail extensive upgrade costs. If you get enhancements, you expect documentation updates. If you've been using MANMAN for many years and have done mods, you've learned the value of keeping your own documentation up to date continuously, not as an after-thought.

Not all software requires consistent attention, but a critical application like your ERP system is complex and sometimes must be altered to fit the changing business environment. If you've just relied on the MANMAN updates you've been paying CA for, you've fallen woefully behind those who have taken matters into their own hands. It's time to catch up, and together tSGi and Summit Systems have given you an easy way to start.

Why not do your own mods to MANMAN? Our "mentoring" is anything short of onsite presence for training classes, and it's amazing how much can be done over the phone or via email. Particularly in the MANMAN environment where you can modify your own applications code, it is important to find alternative ways to change your system's behavior. Mentoring gives you a chance to talk to someone who knows the subtle details of complex interactions in your application.

Y2K taught us that it's possible to recompile every program in MANMAN. With some discipline, 500 mods can be maintained if you keep the source separate and rigorously maintain the batch jobs that recompile everything (as provided by ASK in the xSTREAMS groups). Many more companies will now be looking at modifying their FORTRAN systems to supply the enhancements they've been missing for the last decade or more.

The owners of MANMAN and the owners of the hardware platform that MANMAN runs on are sending a clear signal that it is time to move away from MANMAN. Maybe you should or maybe you shouldn't. You need as many facts as possible to make your plans for 2003 and 2004. You also need dependable help and advice.

With partners like tSGi and Summit Systems you'll have a lot of knowledgeable resources to help you through the next few years.✓

The Standard Cost Challenge

The standard costing process is one of those ever present issues within the manufacturing system that spans multiple departments and includes cross-functional management teams. Its final responsibility usually rests with accounting. Recently a few clients have asked questions on this issue, leading to this article. It is intended to continue our theme of reviewing the basics about the system.

The standard cost system in MANMAN is defined in the description tab section of the manuals. This article is not intended to repeat what has already been documented. Its purpose is to review a method for a basic, full database cost update used by many of our clients. COMIN Variable (CV) #130 is assumed to be set to 1, a declaration that the system is being used as a Standard Cost system. This will NOT allow the standard costs to be set or modified directly unless the part is a new part, without any on-hand quantity and with no working file entries.

The actual roll-up process is relatively simple and straightforward. It is the preliminary setup and final verification efforts that are the most important and consume most of the time and energy with costing.

It starts with understanding Manufacturing CV #21. This CV controls how the material cost is handled for purchased parts (source code B or P) throughout the year. Option 0 will maintain costs with no changes, a good idea while doing cost analysis. The remaining options use the PO Unit Cost to make Item Master File (IM) material cost calculations when the part goes to stock or to a work order (Subcontracted parts). Option 1 performs a Weighted Averaging calculation on the standard material cost. Option 2 replaces the standard material cost directly with the purchase order unit cost. It is our opinion that the standard cost options (1 and 2) should *not* be used. Option 3, weighted, is usually the best, and 4 replaces last cost. These last two settings (3 and 4) are, however, applied to the current material cost, not the standard cost.

The accountants should review the material cost of all P and B parts as a preliminary step to a full cost roll-up. The Cost Report (MG,RE,120) or a simple QUIZ or UDMS program, can be used that will select and compare the standard with the current cost for these parts in a single report, and subsequently print it in class code or buyer/planner sequence for a more efficient analysis tool.

Accounts Payable should also be reviewed using the Parts Voucher Detail Report (AP,RE,380) to support vouchers for a part and the P.O./Invoice Cost Variance Report (AP,RE,375) to find any big issues.

The assembly material side of the equation is primarily dependent upon the bills of material, specifically the quantity per assembly (QPA) as well as effectivity and obsolete dates on components. If you have an active feedback loop between the kitting process and Engineering, your BOM accuracy is being constantly monitored and improved. If not, these items should be reviewed for accuracy before costing is to be done. Accountants should look at the reasons for any miscellaneous issues and returns on work orders to analyze BOM accuracy.

The labor side of the equation means that routing file accuracy is extremely critical (see our last newsletter). The recorded hours to complete an operation are extended by the rates defined in the Work Center/Employee Master File (WCFIL) to calculate labor costs. The burden factors, also in the WCFIL, are then applied to the result to extend the cost further. One thing to keep in mind here is that the costing system uses effective records in the RTFIL for each part using only those with the RTCODE equal to 1. No alternative records are used in any of the roll-up processes.

Outside processing costs should also be reviewed. Pay particular attention to COMIN Variable #101, which identifies how these figures are calculated, either set in the IM record directly (set to 0) or summed into the IM from the Routing Detail File (RTFIL) (set to 1). Our recommendation is that it should always be set to 1 in order to provide a method to track its calculation. The IM also stores the Outside Processing Burden Factor, which should be reviewed.

When you have made all necessary adjustments and are confident in the results of your review, you are finally ready to "do the deed". As always, *the recommended first step is to take a back up.* (See Roll-Up, page 9)



Month End Close—The Basics

by Sanda Walsh

Most MANMAN shops have veteran system administrators who know how to close the month, quarter and year and have the processes organized with a slick set of job streams. There are, however, those shops which have lost their people resources due to retirement, reassignment, or to the “migration” efforts and may need easier to find, more concise information on how to close a fiscal period than what’s in the MANMAN manuals.

In this issue I’ll cover the basics of fiscal period closings. In future issues I’ll discuss more technical aspects of building jobs to handle month-end processing, and tips and tricks to make your processing run seamlessly. **If you haven’t reviewed your month-end jobs or procedures lately, maybe it’s time you did.**

We periodically get calls asking if there’s a list somewhere that encompasses how to perform period ending closes, and in what sequence the commands should be performed. For those who would like a “how to do it” list, the following steps for MANMAN CORE FOUR period processing are outlined for a “plain vanilla” MANMAN month-end closing. This list does not cover exceptions, which revolve around your unique business processes. If you don’t use the MGUT555 to post Manufacturing to GL, or if you keep your GL open for multiple fiscal periods, you would have to modify your procedures to handle these contingencies.

1. Log on as MANAGER.SYS and reset the LIMITS to prevent users from logging on.
EXAMPLE: :LIMIT 20,0
2. If applicable, start warning users ahead of time of the month-end schedule. When the time comes, kick them off the system.
3. Stop any currently running job that may interfere with month-end processing. Examples are any ODBC listener jobs, printing or spooler background jobs, unattended terminal logoff jobs, etc.
4. Process any daily jobs remaining in the schedule for that day. Reset any processing times as necessary.
5. T-LOGS. Close the current transaction log and create a new one. Run commands MGUT999 and MGUT990, choosing the option to create a new t-log.
6. **BACKUP YOUR DATA!** Backups are imperative to maintaining the integrity of data in the event of an error condition or failure of the system. **Nowhere is it more important to store your data than at fiscal period processing.** You should back up the data after you’ve completed the day’s regular job processes, but before you run any of the period posting or closing commands. Users must be blocked from entering the system during the backup process.

It’s also a good idea to take a backup immediately after the closing processes have been completed. We recommend you archive monthly backups for a minimum of 12 months.

7. **GENERAL LEDGER.** If you’re not responsible for closing GL, make sure your accountants have closed GL for the previous month. If you are the accountant or you handle GL closing, run any of the pre-closing reports the Accounting Department wants, then run, in this order, GLUT999, GLUT100, GLUT990. **(NOTE: Skip Steps 7 & 8 if you don’t close GL monthly.)**
8. **POST MANUFACTURING to GL.** Run MGUT550 to create the posting file, MGUT555 to post to GL and then MGRE552 to report the Manufacturing to GL postings. Once these commands have completed, run any Manufacturing reports needed. After reports have finished, run MGUT902 to roll up the last ‘N’

days' usage. (NOTE: Skip this step if you don't use MGUT555 to post or if you don't close your GL every fiscal period.)

9. POST OMAR to GL. Run OMUT930 (MTD/QTD/YTD Batch Update Utility), then OMUT945 (G/L Posting Transfer Utility). Verify that the UT,945 ran without error. Now run any requested Sales, Bookings, and Accounts Receivable Reports. At this time, if commissions are paid to sales agents, run the OMRE315 as this is the only time for the month to capture the period's commission information.
10. POST AP to GL. Run APUT105 (G/L Posting Transfer Utility). Verify the UT,105 ran without error. Run APRE155 (Uninvoiced Receipts Accrual). Process any other necessary reports for Accounts Payable.
11. CLOSE OMAR. Once you've completed all the reports for OMAR, run the following utilities to close OMAR for the fiscal period: OMUT940 (Change O/M Fiscal Month and Zero MTD Bookings) and OMUT950 (Change A/R Fiscal Month and Zero MTD Sales). Check that OMAR rolled correctly (Comin Variables 9 & 11 changed to the next period.) If okay, OMAR is finished.

If you are closing the quarter, in addition to those commands, you will need to run OMUT942 (Zero Quarter to Date Bookings) and OMUT952 (Zero Quarter to Date Sales). If you're closing the year, instead of those commands, run only OMUT941 (Change O/M Fiscal Month & Year, & Zero MTD/YTD Bookings) and OMUT951 (Change A/R Fiscal Month & Year, & Zero MTD/YTD Sales).

12. CLOSE ACCOUNTS PAYABLE. Once all Accounts Payable reports have finished, run the following utility to close AP for the fiscal period: APUT100 (Change Fiscal Month and Zero MTD Fields). Check that AP rolled correctly (UT,100 ran without error, and COMIN Variable 8 changed). If okay, AP is finished.

If you are closing the year, instead run APUT101 (Change Fiscal Year and Zero MTD/YTD Fields). There is no separate command for quarter-end since there are no quarter-to-date buckets in Accounts Payable.

Some companies run a second backup at this time in the event problems arise that would necessitate restoring the data. Business processes will be affected if you have to restore, but re-access to the system will be faster if you do not have to run closing again. If you're closing the year, we highly recommend you run at least one backup afterwards and archive the tape indefinitely.

Post-closing procedures include releasing the system to the users by resetting the limits and restreaming any jobs in your normal daily processing schedule. You should also restart any jobs you stopped for period processing. For example, restart any logoff utility or background job that should be running all the time.

Of course, if you have more than CORE FOUR, you would have to insert the closing processes for that module, if any. For example, PROJECTS also has a closing process. Run any other modules' closing commands and reports after step 12.

But what if you suddenly find yourself without a system administrator or operator that can perform day-to-day HP3000 and/or MANMAN functions? Or your IT person that has been doing this for years decides to retire. Or management has decided to devote all IT resources and personnel to a new platform and new ERP system? What do you do then?

Remember tSGi offers remote HP system administration and MANMAN month-end processing as part of the extended services we offer in our LEVEL III support contracts. If you'd like more information on extended level support, please contact Chuck Combs or John Simonich at **800-798-9862**.

Next Issue: Job Streams for Month-End-Close



Protect Your Data and Your Business

by Chuck Combs, VP Sales and Marketing

Every company has a core set of data that it depends upon. Whether it is e-mail, financial records, customer records or payroll, all company data is valuable and vulnerable to loss or irreparable damage. Do you know what it would cost your business if you lost the use of your system data? Losing access to critical information for even short periods is no longer acceptable. You cannot wait a day or more to fix a crashed system and reload lost data.

So why don't companies implement disaster recovery plans? One of the reasons is the challenge of convincing executives that an effective disaster recovery program is a sound investment. In a time when companies are trimming costs wherever possible, justifying an expense that doesn't increase revenue or productivity can seem like an impossible sell. A disaster recovery plan does not pay off unless you experience a disaster. But when you consider that over 90% of companies that experience a catastrophic data loss go out of business within two years, the value of a DR plan becomes apparent.

Hardware, software, and networks occasionally break down. Fault tolerance is required to keep the business running when they do. However, fault tolerance will not suffice in the event of a catastrophic failure. Most organizations, when asked about their disaster recovery process, will respond, "We backup every day and keep the tapes in a safe or offsite." This is a good start but it may not be enough. Have you assessed your company by looking at how long it takes you to retrieve data in the event of a disaster?

The disaster plan needs to be in place before a disaster happens. Here are some questions you should ask yourself:

Do you have a daily backup stored in a secure location?

Do you do regular tests to see if your data is actually being backed up onto the tape?

Have your backup tapes been tested on drives other than your own? (Sometimes tapes will not read on other tape drives because of head mis-alignment)

Do you have access to an off-site backup system?

Do you have a written disaster plan?

Does everyone involved know where this plan is?

Is there a designated person who is responsible for ensuring pre-disaster policies are maintained?

The biggest challenges you will face during a disaster are hardware configuration, data recovery and application recovery.

The tasks and costs associated with maintaining redundant and off-site systems are expensive. That's why the Support Group, inc. offers a cost effective "warm site" for MANMAN/HP 3000 users. In the event of a disaster, tSGi Disaster Recovery Services can provide peace of mind that your business-critical information will be available and accessible remotely until normal operations are restored. Why trust your MANMAN business-critical operations to someone other than the experts?

Data Integrity = Information Quality?

MANMAN is a great data repository for basic information about your manufacturing company. Before you consider dumping MANMAN and moving on to an even larger repository in a newer application, consider taking the time to check the quality of the data in your system. It might take a year or more to fix it. If your data is not accurate, why move it to a new system?

HP has determined that MPE will be able to use disk drives with more than 300GB which means you'll still be able to buy new disks for your N- and A-Class e3000's even after they quit making the "small" drives available today. It's hard to imagine what life will be like in 2007, but it's nice to know some people are trying to plan that far ahead for MPE's future.



Our Disaster Recovery Service provides:

- | an offsite secure HPe3000 backup system to run your business-critical operations remotely until your system has been restored.
- | secure offsite tape storage.
- | periodic testing to make sure data is restorable.
- | performance and availability guarantees.

Optional Disaster Recovery Consulting

Benefits:

- | No hardware capital investment
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- | Continuation of Business-critical Operations
- | Disaster recovery planning consultation services
- | Peace of mind

**For more information on our Disaster Recovery Service please call us at
1-800-798-9862.**

Roll-Up

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It is also recommended to first report what the inventory value currently is using MGRE102, the Inventory Value Report. This report can be compared with another one created after the process is done. It is a good idea to have a list of Control Group parts that span numerous product types that will be reviewed specifically for costs during the process. Costing these parts manually will allow you to verify your expected results with what the system generates. The system report commands to use for this verification are List a Costed Bill of Material (MG,LI,205 / MG,LI,206) and the Costed Routing Report command (MG,RE,501).

Work in Process (WIP) values should also be reviewed. To avoid reams of paper, WIP can best be viewed with MG,RE,315, and MG,RE,316 can be

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used to analyze work orders closed for material or material and labor. After a few cost runs, it should become apparent that the MANMAN cost system works and all of these before and after reports are not really needed. Plus, because of rounding errors, they don't always tie to the penny.

It should be noted that MG,UT,248, Move Standard Costs to Current, can be used to set or initialize current costs. Option 7 will replace the current material cost with the last price paid (Buy parts only). This little-known command has one nasty problem—if the last price paid field is “0.0”, the system uses zero, even if the current material cost is populated. Our experienced opinion is that zero as a result is usually not helpful. *We would be happy to add an option to this command for you that will correct this condition.* Just give us a call.

The next step is to do the Current Cost roll-up, which is done using two commands. The first is the Compute Current Labor Costs (MG,UT,242) command, the second is the Roll-up Current Costs (MG,UT,244) command. These two commands run only the current portion of the costs, they do not touch the standard costs.

After these are completed, the resultant Control Group costs can be checked with what was expected to occur. Do this by running the noted reports again and comparing this run with the before roll-up reports. Here again, we will note that the MANMAN cost system works and all of these before and after reports are available just in case detailed research is ever required.

Before running the Copy Current to Standard command (MG,UT,252), closing all work orders for accounting and running MG,RE,316 for variance reporting is recommended. This is done because the system revalues all work orders that are not closed for accounting. Just for reference, three-step work order closing was introduced into the system with the 8.x release. *(See Roll-Up, next page)*



Enhancements

(continued from page 1)

they get out of MANMAN," Floyd observed. "After they've frozen on a particular release, there's no reason not to modify the databases and add any new fields and functionality they need," he added.

Enhancement pricing is simple, based on tSGi's user-count-based Standard Support Model. Standard Level I support from tSGi ranges from \$5,000 up to \$20,000 depending on user count, organizational complexity, and IT capabilities. Double the standard annual support price and **get all 25 of the Summit Enhancement Collection Modules**. A tSGi support contract with these enhancements is priced much less than most customers pay today to SSA.

In a departure from the MANMAN model, source code will not be provided during the first two years of support. Source code is provided in year three, although it may be purchased separately if needed. "As long as you are on support with tSGi, you can use my enhancement software collection," said Byrns.

MANMAN lives! You can get support and enhancements for years to come. The Summit Systems collection of enhancements is a direct result of customer requests for new functionality, and, "there's no reason for that to change," according to Byrns. Whatever is developed in the next five years will automatically be shipped to all tSGi support customers. What a deal! What a team!✓

Roll-Up

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Assuming that there were no unexpected surprises, that all corrections have been completed, and that accounting has approved the results, the next step is to copy the Current Cost data to the Standard Cost fields. This is done with the MG,UT,252 command. When it is executed for all parts, it closes the current Transaction Log File (T-Log) and opens a new one that will record the revalued cost difference in inventory value for the noted parts. It offers an option to revalue the Work-in-Process costs, which will also be recorded in the T-Log. After the process is completed, it closes this T-Log and again opens a new one for the continuation of standard day-to-day operations.

A helpful little trick should be noted here. Use sepa-

rate mnemonics for WIP revaluation and stores revaluation. They should not be pointed to the same inventory accounts to which your parts and work orders are recorded. Then, running MG,UT,809, the Detail Costs by Account, provides a good report for analyzing the impact of the cost rollup.

*Use separate
mnemonics for
WIP revaluation
and stores
revaluation*

The next command should be MG,UT,250 to Move the Current Work Center Rates to the Standard Rates. The standard cost update process is basically completed at this point.

Rerunning the MG,RE,102, Inventory Value Report, can provide an audit cross-foot check when it's compared to the "before" roll-up MG,RE,102 and the differences are checked against the T-Log created by the MG,UT,252 update. Please note that reconciliation for rounding (penny) errors can be pointless.

The OMAR Product Master File (PROMAS) and the backlogged Sales Order data (SOEFIL and SODFIL) can also be updated with the new standard costs using the OMAR command OM,UT,200.

Now that the Standard costs have been set, a current cost roll-up using MG,UT,242 and MG,UT,244 can be regularly scheduled. This allows the analysis of current costs in an ongoing environment to the standard that was set for the year. Again, understanding how CV #21 is being used is important to this analysis, as is the time period between current cost roll-up runs. If this time frame is every two weeks, then the analysis will always be within two weeks of reality.

This is but one method of product costing available with MANMAN. It is not the only method. All of them mandate that you have knowledge of your product and the business procedures and practices promoted at your facilities. If you need assistance with any of the procedures, or a review of your current process, give us a call. Our consultants are more than happy to help.✓

Here's what our customers are saying about asp4edi's EDiX Implementation for MANMAN

Rick Joyce, Senior Programmer/Analyst for Telco Systems: "I seldom have to even think about EDI. asp4edi personnel, processes, and software perform all functions and monitor all transactions to interface OMAR to our customers via EDI. With the asp4edi group handling direct interfacing with both our customer's technical staff and Telco's application users, our unique business processes were smoothly integrated with our customer's information and processing requirements, with both sides receiving equal consideration and full satisfaction."

John Munns, IT Manager for Span America: "Terry's group responds to our customers' quirky specifications for our OMAR transaction EDI interfaces. Every customer seems to require something that is special or a little different from the next customer but this has never been a problem for the EDiX guys. Their EDI experience and MANMAN knowledge lets them handle any situation. "

Kerry Gilligan, EDI Analyst for G&W Labs: "EDiX is flexible enough to handle differences between our trading partners. Our customers expect many data points not found in the standard OMAR, but asp4edi finds a way to do it for us, without modifying OMAR databases. Terry's team was able to help us interface EDI purchase orders, invoices, and advanced shipping notices when OMAR could not handle it alone. His support team is top notch!"

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